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Automotive News

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Chrysler's newest

LeBaron and Dodge 400 for 1982

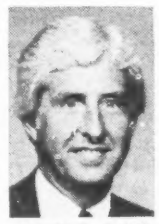
Two all-new Chrysler Corp. midsize cars, the front-drive Chrysler LeBaron, above, and the Dodge 400, go on sale Oct. 29, featuring a long list of normally optional equipment as standard. The new LeBaron is completely different from the larger, heavier, rear-drive predecessor of the same name. Story on Page 38.

GM will seek to roll back union's fringe benefits

By Marjorie Sorge
Labor Editor
(Copyright, 1981, Automotive News)

General Motors is almost certainly going to demand a reduction in certain fringe benefits in next year's contract talks with the UAW.

The cost-cutting program is part of a new game plan for the 1980s outlined recently in an AUTOMOTIVE NEWS interview with Kenneth E. Olthoff, general manager, worldwide employe benefits, GM industrial relations. He said GM wants more benefit bang for its buck and is planning a restructuring of its benefit programs to cut costs.



Kenneth E. Olthoff

However, UAW President Douglas A. Fraser has already gone on record against giving the auto makers special favors in the next round of negotiations. He has said the UAW has no intention of giving the companies back anything it has already won.

GM currently has an annual $4.4 billion benefit bill for all employes, hourly and salaried, not including the cost of time-off with pay, Olthoff said. That's an average of $10,000 per employe, based on the cost of benefits accrued on the number of current workers, he said.

Because of this high cost, GM is demanding cost containments and changes in the benefit plans. Those can include:

1. More co-pays, currently used only in the dental and vision coverage and in medical coverage not paid by the basic health policy. Co-pays would be required only when the insurance is used.

2. Phased-in benefits based on seniority. Currently, only starting wages are phased-in, being lower than the maximum wage for 60 days.

3. Different life and health insurance plans geared to individual needs some with cost-sharing by the workers.

4. In-house Independent Retirement Accounts (IRAs).

5. Changes in the early retirement program, currently 30-and-out.

6. Changes in the way the SUB is funded and the way the money is parceled out.

7. Workers paying the premi-

Continued on Page 51, Col. 1

breaking news

A million Oldsmobiles predicted for '82

SCOTTSDALE, Ariz.—Oldsmobile expects '82 model-year sales of 1,016,000 cars. That compares with 882,505 in '81, when sales were up 7 percent from the 825,000 of the 1980 model year. In '82, about 200,000 Oldsmobile sales will be diesels, compared with 155,000 in 1981, Robert J. Cook, general manager said.

Honda prices up $390 for '82

GARDENA, Calif. — Honda, the third highest selling import in the U. S., has increased prices an average of $390, or 5.5 percent, on 1982 models. This compares with hikes averaging $499 for Toyota and $424 for Datsun. Honda's lowest-priced model, the Civic 1300 hatchback, is $4,799, up $200

See BREAKING NEWS, Page 8, Col. 1

Sadat slaying clouds Egypt's auto outlook

By Al Fleming
Industry Editor

What impact will the assassination of Anwar Sadat have on Egypt's small but growing motor vehicle industry?

Automotive observers around the world are pondering that question following the slaying of the Mideast nation's 62-year-old president in Cairo last Tuesday.

"It's, of course, too early to speculate, but so far there's been nothing that gives us cause for immediate alarm," a spokesperson for American Motors International Operations told AUTOMOTIVE NEWS, as the world was awaiting the funeral Saturday of the controversial political figure.

AMC, smallest of the U.S.-based auto companies, has the largest presence of any American vehicle manufacturer in Egypt.

Said a General Motors Overseas Operations spokesperson, whose company had representatives in Egypt studying potential assembly facilities at the time of Sadat's death: "It's unfortunate, at this time, when he (Sadat) was trying to pull things together, that this had to happen."

GM, according to the spokesperson, had "two or three people" touring Egypt when Sadat's assassination occurred—"product planning and sales" officials.

After news of the incident was reported in the U. S., wives of the GM executives called the company, concerned about their husbands' safety. All was well.

"Reports from our people in Egypt were that everybody was safe and sound, there were no problems whatsoever and, in fact, things were relatively calm," the GM spokesperson said.

Sadat's death comes at a time when Egypt's automotive for-

Continued on Page 8, Col. 1

Friendly rivals come to rescue of flooded Pontiac dealer

FARMINGTON HILLS, Mich. —Pontiac Dealer Bob Sellers is a happy man and that's a pretty good trick when you consider that he recently lost more than $1 million worth of cars in a flood that struck this Detroit suburb.

Sellers' happiness stems from the help and cooperation of his fellow Pontiac dealers, who put him back in business. Quick action by his insurance company helped, too.

The saga began the night of Sept. 30 when torrential rains struck the Detroit area. By the next morning, the storage lot at Bob Sellers Pontiac was under five feet of water and 127 new cars and 36 used cars were ruined.

Completely ruined. They cannot be sold.

The dealership building was not damaged.

The Tri-County Pontiac Dealers Assn., a group of 20 dealers, came to the rescue. Sellers is a member of the organization.

"They volunteered to restock my dealership," Sellers said. "And with the same models and the same mix as the cars I lost, both '81s and '82s."

A cynic might say that this is a good way for those dealers to reduce their inventories, but that's not the case.

Virtually all of the ruined cars were '81 models, and they are very saleable items right now because of the price hikes on '82s. And they can't be replaced. It's going to cost the dealers a good bit of money to give them up.

Also, Sellers pointed out, the other dealers have been floor-planning those cars, which is

Continued on Page 51, Col. 1

A helping hand

The other 19 members of the Detroit-area Tri-County Pontiac Dealers Assn. helped Bob Sellers restock his dealership after a flood destroyed 127 new cars at the suburban Farmington Hills outlet. At the initial shipment are, from left, Jim Fresard, Jim Fresard Pontiac, Royal Oak, president of the group; Sellers, and Porterfield Wilson, Porterfield Wilson Pontiac-GMC Truck, Detroit.

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$50 million answer to competition

Ford offers rebates on small cars, Courier

By Joseph Bohn
Marketing Editor

Ford Motor Co.'s response to a soft car market—and competitive price freeze/interest subvention programs—is a new round of consumer rebates on its small-car lines, a program costed out at over $50 million.

Ford put its rebates on small cars because that's "where the greatest total potential is," said Lou Lataif, Ford Division general manager. He noted that the small-car segment as a whole was as strong in September as in the third quarter, which itself proved stronger for small cars than the second quarter.

Of course, Ford also reacted directly in response to GM's emphasis of its X-cars and J-cars in its interest subvention program.

Ford is using the term "up-front-money" in publicity and advertising to describe the latest program, which runs from Oct. 8 to Nov. 22 and covers '81 and '82 Mustang/Capri, EXP/LN7 and Escort/Lynx.

Terms of payments are as follows: $700 for EXP and LN7; $600 for Mustang and Capri; $500 for Escort GLX, SS and GT series; $500 for Lynx GS, LS and RS series; $400 for base Escort and L and GL series and Lynx base, L and GL series.

• Ford also announced a $500 rebate on '80 and '81 Couriers for customers who buy or lease during the Oct. 2-Dec. 2 period. There is no dealer participation in terms of shared costs in the Courier rebate.

However, in the car rebates, dealers pay roughly one-third. For example, dealers pay $125 of the $400, $175 of the $500, $225 of the $600 and $275 of the $700.

Customers receive the money on cars ordered—not necessarily delivered — during the contest period.

Ford Division and Lincoln-Mercury are running a joint advertising effort in which cars from both divisions will show up in the same ads.

Theme is "Up Front Money," with the subhead, "A better way to beat the high cost of financing."

Along with network TV and network radio, newspaper will run in the top 50 small-car markets, with three insertions. The first two-page spread ran Oct. 8 in evening editions and Oct. 9 in morning editions.

FDAFs and LMDAs are expected to supplement the campaign, along with individual dealers, with J. Walter Thompson and Young & Rubicam supplying separate TV commercials and advertising kits for dealers.

They're putting on a show in Dallas

Organizing the first Dallas Auto Show are show committee members, from left, Ralph Gaden, show Chairman Lee Maas and Tom Stephens. The March 17-21 show is sponsored by the New Car Dealers Assn. of Metropolitan Dallas. Dealers representing 26 makes of cars will exhibit in the 87,000-square-foot auto display area at Market Hall.

Savings put as high as $30 million

EPA slashes testing requirements

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Somewhat later than promised but still being accepted gratefully by the auto industry, the EPA has issued a interim final rule that should substantially reduce the cost and complexity of EPA's program to insure that new cars and trucks meet tailpipe emissions standards.

Effective immediately, the deregulation package should result in significant reductions in emissions testing and reporting by the auto makers, saving $5 to $30 million annually "without a significant impact on air quality," the EPA said.

The EPA certification programs had been attacked by the auto industry as being overly complicated, duplicative and costly, and had been targets by the industry as a major area in need of deregulation.

Work at simplifying the procedures had begun under the Carter Administration with a program known as Abbreviated Certification Review. While this allowed manufacturers to take certain certification actions without prior EPA approval, it involved numerous vehicles and a substantial number of work hours.

EPA's new requirements will substantially lessen the number of vehicles involved in the certification program and reduce the number of work hours by as much as 35,000 per year, it said.

Specifically the new requirements call for a broadened definition of engine family so that manufacturers can add vehicles to a certified engine family and implement running changes without prior EPA approval.

Under the old system, the makers needed approval from the EPA before instituting a running change, a process that frequently delayed the introduction of new models.

EPA will retain the right to specify testing for any change, and the companies will be required to recall all vehicles not in compliance because of running changes.

This amendment should result in better production planning, translating into reduced cost, the EPA said.

There also will be a redefinition of "zero miles" from "no more than 10 miles or one hour of engine operation," to "no more than 100 miles and 3 hours of engine operation." Emissions at "zero miles" — e.g., the base emission levels from production vehicles — in combination with deterioration factors, determine whether vehicles are in compliance with emission standards.

Restricting the mileage on certification vehicles supposedly representative of the production vehicle has been viewed by EPA as being critical to making sure production vehicles do indeed meet the emission standards. But this limitation presents problems to the makers, which must get the vehicle to EPA's laboratory. Trailering was frequently the solution.

The less restrictive requirements should give the makers more flexibility to move their test vehicles between their facilities. It also is expected to ease slightly the difficulty of meeting the emission standards because the makers will now be allowed to certify a more broken-in vehicle and will be allowed to test it more than once to establish a zero-mile base emissions level.

Fuel specifications will be changed to be representative of the average fuel available. Previously, EPA had specified the fuel so that manufacturers did not attempt to bias their emission test data by using special fuels.

• The requirement that vehicles be tested with optional equipment will be dropped. Manufacturers will be given the option of determining their effects by way of an engineering evaluation or test data.

Previously, EPA had required that any option that was to be installed on more than 33 percent of any engine family was to be tested on the vehicle to ensure that the test vehicle represented production vehicles as accurately as possible.

EPA said it will still add the weight of the options for fuel-economy test purposes. It still intends to figure in a 10-percent increase in road-load horsepower for air conditioning.

EPA will eliminate the re-

Continued on Page 54, Col. 1

686,413 deliveries up 2.3 percent from a year earlier

September new-car sales up a bit

By Jenny L. King
Staff Writer

New-car sales in September enjoyed a modest increase from year-ago levels, due largely to the attractive interest rates and price breaks offered by the domestic auto makers and due perhaps to the arrival of several of the 1982 domestic models.

Import sales were off. Inventories were very low, according to the companies, and their new models still are waiting in the wings. Nevertheless, imports accounted for a substantial segment of the total September market: 24.46 percent. Datsun moved into first place for the month, ahead of Toyota.

Tables on Page 54

Combined sales of new domestic and imported cars totaled 686,413, up 2.30 percent from 671,005 in September of 1980. Domestic sales of 518,522 were up 6.75 percent from 485,742, while imports reported sales of 167,891, down 9.38 percent from 185,263 a year earlier.

Domestic year-to-date sales through Sept. 30 pushed past 1980 levels for the first time this year. Sales at the end of nine months totaled 4,925,883, up 0.25 percent from 4,913,701 last year. Import sales through September numbered 1,850,776, down 1.02 percent from 1,869,801. Combined sales reached 6,776,659, down 0.10 percent from 6,783,502.

Four of the five U. S. makers moved ahead of their year-ago September sales totals, while American Motors stayed behind. Ford Motor Co. enjoyed the greatest growth, its sales up 24.15 percent, to 117,372 from 94,540 in 1980. General Motors reported sales of 326,089 new cars, up 2.72 percent from 317,450.

September marked the 12th consecutive month of increased new-car sales for Chrysler Corp. Chrysler was up 3.59 percent, to

Continued on Page 54, Col. 3

Where Auto Market was in September

	Total Sales	Pct. of Total
SUBCOMPACT	128,253	18.69
COMPACT	132,656	19.33
INTERMEDIATE	148,561	21.64
STANDARD	73,683	10.73
LUXURY	35,369	5.15
IMPORT	167,891	24.46
TOTAL	686,413	100.00

index

Auction reports	42, 43
Book reviews	31
Classified advertising	44
Editorial Page	10
Obituaries	17
Production by makes	56
Registrations, car, truck	34
Truck highlights	16

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Sales drop 2 pct. in '81 model year

The curtain rang down on the 1981 model year Sept. 30 with the domestic industry reporting a 3.01-percent decline from 1980 while the imports were up 0.02 percent.

U. S. auto makers retailed 6,590,451 new cars between Oct. 1, 1980, and the end of September this year, down from 6,794,775 in the preceding 12 months. Import sales for the period reached 2,379,714, up slightly from 2,379,193.

For domestics and imports combined, the total was 8,970,165, down 2.22 percent from 9,173,968 in the 1980 model year.

Chrysler Corp. was the only U. S. auto maker to top the preceding model year's sales. Chrysler was up 17.79 percent, to 764,535 from 649,043. General Motors dropped 4.78 percent, to 4,032,727 from 4,235,217.

Ford Motor Co. was off 4.42 percent, to 1,487,961 from 1,556,771. American Motors ended the 1981 model year 11.19 percent away from its 1980 level. AMC sold 145,206 units in the 1981 season, with 163,502 a year earlier.

Volkswagen of America's sales numbered 160,022, down 15.89 percent from 190,242.

Chrysler gained two percentage points in its share of the domestic market during the 1981 model year, climbing to 11.60 percent from 9.55 percent. GM earned 61.19 percent, down from 62.33 percent. Ford dipped to 22.58 percent from 22.91 percent. AMC earned 2.20 percent, down from 2.41 percent, and VWoA stood at 2.43 percent, down from 2.80 percent.

On a percentage basis, Plymouth was the most successful make during the 1981 model year, its sales soaring 46.81 percent, to 332,169 from 226,253. Dodge was up 23.37 percent, Buick was up 8.01 percent, Oldsmobile was up 6.90 percent and Mercury was up 5.67 percent.

Chrysler took the heaviest loss, its sales were down 34.52 percent. Lincoln was off 25.02 percent during the 1981 model year, VWoA was down 15.89 percent, Chevrolet was down 14.50 percent, AMC was off 11.19 percent, Ford was down 5.88 percent, Pontiac was down 5.86 percent and Cadillac was off 5.26 percent.

JENNY L. KING

VWoA to move most New Jersey work to Detroit

ENGLEWOOD CLIFFS, N. J. —Volkswagen of America announced last week it would relocate most of its operations here to Detroit, where VWoA has its headquarters.

The move is expected to take two to six years, and a VWoA spokesman said most of the 500 employes at the 17-acre facility here would be moved.

The spokesman said there is a great deal of duplication between the offices here and in Detroit. The move would consolidate those staffs. VWoA's 90,000-square foot building here is not for sale at this time. Operations here include advertising, marketing, service parts and banking.

Savings put as high as $30 million

EPA slashes testing requirements

Continued from Page 3

quirement that manufacturers tell it of the existence of all test vehicles with zero miles. Instead, EPA will require only that it be notified when the test vehicle generates data intended for use in the certification process.

EPA said this will relieve the manufacturers of some reporting requirements but admits it is at a cost to the agency. Without the knowledge of what test vehicles exist, there is a reduction in data on which to evaluate a maker's product, the EPA said. Marginal vehicles might well get by because of vehicle-to-vehicle or test-to-test variability, it admitted.

• EPA will allow any manufacturer, regardless of size, to use assigned emissions deterioration factors (DF) for low-sales-volume engine families, with the assigned DF applying only to entire engine families and limited to a combined total of 10,000 units per manufacturer for each model year.

Providing assigned DF's to all makers is expected to result in a wider variety of engines from the large domestic makers—a situation EPA expects will enhance their competitive position.

The agency estimated that if all makers take full advantage of this change, the increase in the number of vehicles and/or engines certified using the less-accurate assigned deterioration factors would be less than 250,000, or approximately 2 percent of total sales.

EPA will also ease its durability testing requirements to allow for excursions beyond the emission standards during testing, as long as the average emissions remain below the standard.

This change is expected to result in the makers having to run fewer durability vehicles.

Along this same line, makers will be given greater flexibility in when to test for emissions during durability runs and will be given permission to modify maintenance schedules.

Previously, EPA tightly regulated when emissions were tested during durability runs and permitted no changes in maintenance schedules once a durability test began. This was done to prevent manipulating the vehicle to get a favorable deterioration factor or to keep it from failing the test.

EPA said today's vehicles are a different breed, requiring less maintenance. The increased flexibility in the durability testing scheme is therefore in order, it said.

"The effect of this change is to allow the manufacturer to 'fine tune' its maintenance schedule without risking the disqualification of an expensive durability-data vehicle," the EPA said.

EPA said it will also allow manufacturers to group light-duty vehicles and light-duty truck designs into engine family groups for durability testing purposes on the grounds that the emission control systems are usually similar enough to allow carry-across of the emission deterioration data from one application to another.

• When choosing engine families for emission testing purposes, EPA typically makes one vehicle selection based on highest projected sales and two or three selections based on expected "worst case" emissions.

In the future this will not be the case; instead, the agency will allow the manufacturer to choose and test a single vehicle for each engine family and satisfy any additional testing requirements for that engine family by reconfiguring and retesting that vehicle as long as only a single engine/emission control system combination is involved.

EPA said it will also lift its requirement that emission-data vehicles be tested after accumulating 4,000 miles and instead allow the makers to determine the appropriate mileage. However, for fuel-economy testing purposes, it will factor to compensate for any mileage beyond 6,200 miles. The reason is that as cars add mileage, their fuel economy generally improves.

The EPA is also considering whether to use additive rather than multiplicative exhaust emission deterioration factors, but because there are benefits and drawbacks for both approaches, it wants to hear comments before proceeding.

The multiplicative system is now in use by the agency.

EPA said that following the implementation of these changes and some other minor ones, along with stabilization of the emission standards, the total cost to the auto industry of the certification program will be approximately $50 million.

IMPORTED CAR SALES

	Sept., 1981	Sept., 1980	9 mos., 1981	9 mos., 1980
Alfa Romeo	193	282	1,651	2,697
Audi	3,977	3,928	38,644	32,330
BMW	3,611	4,321	32,494	28,875
Challenger	966	867	9,995	10,528
Champ	3,333	3,664	32,873	47,047
Colt	3,522	3,263	33,363	42,764
Datsun	38,274	36,154	368,110	413,147
DeLorean	200	.....	729	.....
Ferrari	70	66	703	570
Fiat	2,466	2,638	27,687	29,962
Fiesta	.....	5,678	32,856	53,744
Honda	30,460	27,053	293,379	278,571
Isuzu	1,664	.....	13,411	.....
Jaguar	353	328	3,279	2,218
Lancia	94	101	898	1,644
Mazda	12,378	11,388	131,057	113,372
Mercedes-Benz	3,643	5,174	46,583	40,817
MG	186	2,412	3,455	11,831
Peugeot	1,121	1,020	12,861	9,904
Porsche	670	817	8,254	8,383
Renault	2,475	3,081	28,648	24,225
Rover	43	47	599	196
Saab	1,121	1,202	10,700	10,514
Sapporo	1,056	600	10,759	8,313
Subaru	12,845	16,024	118,619	110,702
Toyota	32,416	39,638	459,787	462,390
Triumph	519	1,980	9,063	12,445
Volkswagen	6,924	7,883	67,369	67,911
Volvo	3,311	5,654	52,950	44,701
TOTAL	167,891	185,263	1,850,776	1,869,801

U. S. CAR SALES BY MARKETING UNITS

	Sept., 1981	Sept., 1980	9 mos., 1981	9 mos., 1980
Chevrolet	118,945	134,985	1,158,956	1,340,099
Ford	82,432	74,208	814,945	852,464
Oldsmobile	71,429	61,562	674,118	612,294
Buick	65,539	55,886	560,262	524,444
Pontiac	49,883	49,608	451,542	465,221
Toyota	32,416	39,638	459,787	462,390
Datsun	38,274	36,154	368,110	413,147
Honda	30,460	27,053	293,379	278,571
VW of America	25,952	26,107	240,931	252,372
Plymouth	26,799	21,871	304,210	221,399
Dodge	26,186	22,830	287,314	245,839
Mercury	29,667	21,703	268,461	234,979
Cadillac	20,293	15,409	167,477	154,052
AMC-Renault	14,771	16,646	138,523	138,332
Mazda	12,378	11,388	131,057	113,372
Subaru	12,845	16,024	118,619	110,702
Volvo	3,311	5,654	52,950	44,710
Chrysler/Imperial	4,276	10,401	75,291	116,721
Jaguar-Rover-Triumph	1,101	4,767	16,396	26,690
Mercedes-Benz	3,643	5,174	46,583	40,817
Lincoln	5,273	4,307	46,603	50,730
BMW	3,611	4,321	32,494	28,875
Fiat	2,560	2,739	28,585	31,606
Isuzu	1,664	.....	13,411	.....
Saab	1,121	1,202	10,700	10,514
Peugeot	1,121	1,020	12,861	9,904
Ferrari	70	66	703	570
Alfa Romeo	193	282	1,651	2,697
DeLorean	200	.....	729	.....
TOTAL	686,413	671,005	6,776,659	6,783,502

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

New-car sales gain slightly in September

Continued from Page 3

48,384 from 46,708 in 1980. Volkswagen of America climbed 6.69 percent, to 14,381 from 13,479, while AMC was down 9.35 percent, to 12,296 from 13,565.

GM earned 62.89 percent of the domestic market for the month, down from 65.35 percent last year. Ford earned 22.64 percent, up from 19.46 percent. Chrysler slipped to 9.33 percent from 9.62 percent. AMC stood at 2.37 percent compared with 2.79 percent a year earlier, and VWoA cornered 2.77 percent, down from 2.78 percent.

Ten of the 13 U. S. makes reporting sales in September, 1980, were on the upswing this year. Mercury was strongest, up 36.70 percent. Cadillac was up 31.70 percent, Plymouth was up 24.51 percent, Lincoln was up 22.43 percent and Ford was up 20.29 percent. Buick climbed 17.27 percent, Dodge was up 16.03 percent, Oldsmobile was up 16.03 percent, VWoA was up 6.69 percent and Pontiac was up 0.55 percent.

Chrysler plunged 59.30 percent, Chevrolet was off 11.88 percent and AMC was down 9.35 percent.

• With nearly exhausted stock levels, the imports continued to sell well in spite of the domestics' incentives and new models.

For the final 10 days of September, domestic sales were up 11.33 percent, to 228,850 from 205,561 in 1980. On a daily-rate basis they were down 1.04 percent, the nine days this year averaging 25,428 compared with 25,695 for eight a year ago.

DOMESTIC CAR SALES

	Sept. 21 to Sept. 30, 1981	Same Period, 1980	Sept., 1981	Same Month, 1980	Jan. 1 to Sept. 30, 1981	Same Period, 1980
Spirit	.....	.....	3,673	4,082	29,143	40,532
Concord	.....	.....	5,524	6,742	48,761	50,012
Pacer	.....	.....	.....	83	111	1,966
Eagle	.....	.....	3,099	2,658	31,860	21,597
AMERICAN MOTORS*	4,000	4,700	12,296	13,565	109,875	114,107
Horizon	1,875	2,468	5,969	6,919	63,230	58,103
TC3	1,382	1,348	3,200	3,922	43,082	44,094
Reliant/Volare	5,797	2,477	13,197	6,766	154,222	63,842
Plymouth	44	.....	44	.....	44	.....
Total Plymouth	9,098	6,293	22,410	17,607	260,578	166,039
LeBaron	476	1,869	1,583	4,874	34,422	46,866
Cordoba	504	1,310	1,449	3,284	19,738	34,002
Chrysler/G. Fury	.....	762	862	2,243	17,080	35,853
New Yorker	180	.....	180	.....	180	.....
Total Chrysler	1,160	3,941	4,074	10,401	71,420	116,721
Total Imperial	99	.....	202	.....	3,871	.....
Omni	1,536	1,720	4,443	5,038	45,993	46,215
024	1,726	1,065	4,007	3,414	41,158	37,687
Aries/Aspen	4,703	1,705	10,805	4,899	117,316	48,188
Diplomat	409	980	1,127	2,548	22,173	24,264
Mirada/Magnum	315	862	875	2,025	11,688	21,187
Dodge	.....	197	441	776	5,628	15,006
Total Dodge	8,689	6,469	21,698	18,700	243,956	192,547
CHRYSLER CORP.	19,046	16,703	48,384	46,708	579,825	475,307
Pinto	.....	6,214	.....	16,289	10,037	124,709
EXP	2,492	.....	6,344	.....	41,601	.....
Escort	8,946	.....	19,421	.....	224,437	.....
Mustang	5,984	4,947	13,658	15,374	127,518	179,479
Fairmont	8,378	4,739	18,347	14,905	152,887	214,568
Granada	4,055	2,619	9,230	6,774	78,820	61,448
LTD II	.....	.....	.....	.....	.....	3,012
Thunderbird	2,345	3,201	6,438	8,442	57,710	104,016
Ford	4,351	2,033	8,994	6,746	89,079	111,488
Ford Division	36,551	23,753	82,432	68,530	782,089	798,720
Bobcat	.....	884	.....	2,760	2,169	23,271
LN7	734	.....	2,022	.....	13,954	.....
Lynx	3,339	.....	6,518	.....	72,705	.....
Zephyr	2,181	1,932	4,808	5,800	42,777	61,526
Cougar/Monarch	2,377	561	4,425	1,588	33,829	20,499
XR-7	1,176	1,264	2,894	3,455	24,270	41,803
Capri	1,878	1,598	4,398	4,783	39,814	48,915
Mercury	1,940	1,245	4,602	3,317	38,883	38,965
Total Mercury	13,625	7,484	29,667	21,703	268,461	234,979
Versailles	.....	84	.....	191	.....	3,885
Lincoln	1,186	764	2,588	1,926	22,638	21,714
Mark VI	1,207	866	2,685	2,190	23,970	25,131
Total Lincoln	2,393	1,714	5,273	4,307	46,608	50,730
L-M Division	16,018	9,198	34,940	26,010	315,069	285,709
FORD MOTOR	52,569	32,951	117,372	94,540	1,097,158	1,084,429
Skyhawk	.....	331	.....	465	.....	5,388
Skylark	5,777	5,113	14,607	11,821	154,290	127,106
Century	4,561	5,247	10,054	11,216	100,650	106,736
Regal	10,184	7,560	23,157	17,054	167,678	142,893
Le Sabre	3,831	2,883	7,967	6,818	60,705	68,224
Electra	3,380	2,257	5,607	5,180	40,965	43,701
Riviera	2,054	1,589	4,147	3,332	35,966	30,396
Buick Division	29,787	24,980	65,539	55,886	560,262	524,444
Cimarron	948	.....	2,457	.....	8,790	.....
Seville	749	1,414	1,688	2,555	16,689	24,776
Cadillac	4,575	4,400	11,186	8,757	102,350	92,754
Eldorado	2,073	2,201	4,962	4,097	39,648	36,522
Cadillac Division	8,345	8,015	20,293	15,409	167,477	154,052
Chevette	11,101	15,595	28,008	32,592	294,586	291,816
Cavalier/Monza	5,616	5,282	14,090	13,856	56,970	116,442
Citation/Nova	8,069	12,070	19,739	24,674	234,761	288,444
Camaro	2,445	3,759	6,829	8,742	86,048	93,165
Malibu	7,658	9,857	15,524	20,434	174,149	199,025
Monte Carlo	7,442	6,998	15,099	14,170	129,939	120,422
Chevrolet	9,085	8,553	17,533	17,492	158,049	203,238
Corvette	812	1,407	2,123	3,025	24,454	27,547
Chevrolet Division	52,228	63,521	118,945	134,985	1,158,956	1,340,099
Starfire	.....	234	.....	329	.....	5,334
Omega	3,384	2,717	8,819	6,406	87,468	65,531
Cutlass	6,584	6,521	13,836	17,768	153,314	156,832
Supreme	11,745	8,944	25,258	19,108	216,890	194,288
Olds 88	5,536	4,432	12,791	9,815	125,977	112,208
Olds 98	3,559	2,776	7,394	5,548	60,471	50,603
Toronto	1,498	1,142	3,331	2,588	29,998	27,498
Oldsmobile Division	32,306	26,766	71,429	61,562	674,118	612,294
T-1000	3,110	.....	7,319	.....	43,098	.....
J-2000/Sunbird	3,992	4,605	8,858	11,920	59,695	101,692
Phoenix	2,156	3,070	5,283	6,507	65,191	72,934
Firebird	1,350	2,480	3,543	6,126	47,121	67,253
LeMans	2,944	2,950	5,868	6,123	57,542	57,811
Grand Prix	5,663	5,330	11,700	11,259	104,356	84,549
Pontiac	3,412	3,582	7,312	7,673	74,539	80,982
Pontiac Division	22,627	22,017	49,883	49,608	451,542	465,221
GENERAL MOTORS	145,293	145,299	326,089	317,450	3,012,355	3,096,110
VOLKSWAGEN	7,942	5,908	14,381	13,479	126,664	143,748
DOMESTIC TOTAL	228,850	205,561	518,522	485,742	4,925,883	4,913,701
IMPORT TOTAL	.....	.....	167,891	185,263	1,850,776	1,869,801
INDUSTRY TOTAL	.....	.....	686,413	671,005	6,776,659	6,783,502

*—AMC does not have a nameplate breakout for 10-day periods.
†—Estimate.

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Automotive News

IMPORT REGISTRATION SHARES IN U. S.

	JULY					SEVEN MONTHS				
	Regis., July, 1981	Percent Share of Market	Regis., July, 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 7 mos., 1981	Percent Share of Market	Regis., 7 mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Toyota	50,155	24.27	51,183	23.73	+ 0.54	359,582	24.28	344,707	23.43	+ 0.85
Datsun	38,733	18.74	44,891	20.81	— 2.07	269,392	18.19	311,240	21.15	— 2.96
Honda	31,992	15.48	30,061	13.94	+ 1.54	226,062	15.27	203,741	13.85	+ 1.42
Volkswagen	18,676	9.04	24,142	11.19	— 2.15	137,316	9.27	148,752	10.11	— 0.84
Mazda	14,150	6.85	13,340	6.19	+ 0.66	107,961	7.29	88,728	6.03	+ 1.26
Subaru	11,431	5.53	10,305	4.78	+ 0.75	81,205	5.49	69,812	4.74	+ 0.75
Volvo	6,196	3.00	4,647	2.15	+ 0.85	38,113	2.57	.....	.....	.....
Mercedes	5,206	2.52	4,412	2.05	+ 0.47	35,117	2.37	29,178	1.98	+ 0.39
Audi	4,580	2.22	.....	.....	.....	30,047	2.03	41,155	2.80	— 0.77
BMW	3,740	1.81	.....	.....	.....	27,042	1.83	.....	.....	.....
Fiesta	.....	.....	5,185	2.40	.....	.....	.....	37,344	2.54	.....
Arrow	.....	.....	4,075	1.89	.....	.....	.....	34,378	2.34	.....
All Others	21,794	10.54	23,436	10.87	— 0.33	168,986	11.41	162,253	11.03	+ 0.38
TOTAL	206,653		215,677			1,480,824		1,471,288		
Share of U. S. Total		29.95		30.12	— 0.17		29.15		28.47	+ 0.68

Registrations for Oklahoma not available.

First year-to-year decline since January

Month's import registrations dip

By Richard A. Wright
Assistant Managing Editor

Registrations of new imported cars in July dropped from a year ago for the first month since January, according to figures compiled by R. L. Polk & Co.

July import registrations totaled 206,653, down 4.18 percent from 215,677 a year earlier. Record for the month is 219,717, set in 1979.

Imports took 29.95 percent of total U. S. registrations, compared with 29.77 percent the preceding month and 30.12 percent in July last year.

Import registrations for the first seven months of 1981 were 1,480,824, which was still running 0.65 percent ahead of last year's 1,471,288.

Imports accounted for 29.15 percent of total U. S. registrations in the first seven months, compared with 28.47 percent last year.

• Of the top 10 imports in July, Honda posted the biggest gain in market share compared with a year earlier, as it took 15.48 percent of import registrations, up 1.54 percentage points.

Also increasing their shares were Volvo, up 0.85 of a point to 3.00 percent; Subaru, up 0.75 of a point to 5.53 percent; Mazda, up 0.66 of a point to 6.85 percent; Toyota, up 0.54 of a point to 24.77 percent, and Mercedes-Benz, up 0.47 of a point to 2.52 percent.

The gains were at the expense of Volkswagen, which saw its share slip 2.15 points to 9.04 percent, and Datsun, which suffered a 2.07-point loss to 18.74 percent of import registrations.

The top 10 imports accounted for 89.46 percent of the July import total, compared with 89.13 percent a year earlier. In the first seven months, the top 10 accounted for 88.59 percent, compared with 88.97 percent last year.

Japanese nameplates accounted for 75.29 percent of July import registrations, up from 73.83 percent a year earlier.

Registrations by country of origin in July were:

	July, 1981	July, 1980
Japan	155,599	159,244
West Germany	34,761	40,874
Sweden	7,161	5,884
Italy	3,901	4,142
France	3,275	2,927
United Kingdom	1,956	3,596

Registrations by country of origin for the first seven months were:

	7 mos., 1981	7 mos., 1980
Japan	1,114,513	1,103,675
West Germany	257,928	268,181
Sweden	46,077	36,319
France	26,315	20,670
Italy	23,552	27,190
UK	12,439	15,253

Registrations of imported trucks in July totaled 39,795, down 11.28 percent from 44,854 a year earlier. Registrations of imported trucks in July were:

	July, 1981	July, 1980
Toyota	11,724	11,606
Datsun	9,266	9,469
Ford Courier	4,385	5,995
Chevrolet LUV	4,335	6,938
Others	10,085	10,846
TOTAL	39,795	44,854

The truck import total for the first seven months of 1981 was 283,370, down 9.34 percent from 312,571 last year. Registrations of imported trucks in the first seven months were:

	7 mos., 1981	7 mos., 1980
Toyota	71,169	80,731
Datsun	64,285	64,361
Chevrolet LUV	41,904	51,346
Ford Courier	38,241	44,875
Others	67,771	71,258
TOTAL	238,370	312,571

A-bomb inventor tries hand at talking computer for car

NORWALK, Conn. — John Aristotle Phillips, the Princeton undergraduate who designed a beachball-size atomic bomb several years ago, has entered the auto business with a computer with verbal warnings of car troubles.

Phillips, now 25, and his brother, Dean, a 23-year-old MIT graduate, have formed Aristotle, Inc., builder of the $200 aftermarket computer called Copilot.

The computer monitors 10 systems and warns the driver of low fuel, possible brake failure, engaged parking brake, doors that are ajar, headlights that are left on, low oil pressure, overheated engine, low battery voltage, unfastened seat belts, keys left in the ignition and, for diesels, engine that has not been properly warmed.

If the radio is on, the computer automatically lowers the volume, delivers the message in a female's voice, and returns the volume to its prior level, Phillips said. The warning voice also works when the radio is off.

The company said the paperback-book-sized computer is safe and easy to install under the dashboard. It is adaptable to any car, van or truck and weighs under one pound, the company said.

The company said the computer uses a chip developed by National Semiconductor Corp. and is assembled here at STAR, Inc., an association of handicapped workers.

In support of private enterprise

Robert P. Mallon, second from right, chairman of the board of trustees of the National Automobile Dealers Charitable Foundation (NADCF) presents a check for $20,000 to Dr. Michael A. McDowell, president, Joint Council on Economic Education, a group which provides materials and instructs teachers to help promote the private enterprise system among students. Also present were Charles J. Whittey, left, and Kenneth C. Kent, right, both NADCF trustees.

3/36 warranties announced for all models

Mercedes adds turbo diesel models

RYE, N. Y. — Mercedes-Benz of North America has added a three-year, 36,000-mile warranty for its 1982 models.

At the model introductions here, company executives said the warranty is an extension of the former 24-month, 24,000-mile warranty, and covers the entire car except tires.

For 1982 the company will offer two new turbocharged diesels, the 300-D sedan and the 300-CD coupe, as well as a new coupe, the 380SEC, which is a V-8, 3.8-liter model replacing the 380-SLC.

But there have been no major model changes for '82, and the company will continue to offer eight models in the U. S.

Walter Bodack, president of MBNA, stressed the new warranty is not a reaction to any forces.

"We believe this increased warranty coverage, coming when our sales are doing well, demonstrates the faith we have in our automobiles and will add to their total value from the customer's standpoint," he said.

MBNA said its pricing level will remain unchanged from '81, and Bodack said the company hopes to be able to maintain its pricing level throughout the '82 model year.

Hans Jordan, vice president of marketing, noted that the 1982 model year could be considered an end of a phase for the company, as well as the end of parallel model development.

This means the end to offering the same car with diesel and gasoline options.

The company offers five diesels and three gasoline-powered cars for '82.

Jordan noted that during the early 1970s, half the company's sales were V-8 models. Today the company sells nearly 80 percent diesels.

The energy crisis and U. S. CAFE standards prompted a massive development effort on the part of the parent company to eliminate the drawbacks of the diesel. It has led to the introduction of the turbo diesel.

According to Jordan, the company is aiming for 60,000 sales in 1982. Sales for 1981 were projected at 58,000, and 45,000 will be diesels.

NBNA had less than a month's supply of cars at all levels, when the new models went on sale Oct. 5, Jordan said.

The exchange rate was credited for the price restraint. Jordan said it has enabled the company to keep prices constant for the first time in years.

Jordan said the turbo diesels contributed to the anticipated 1982 fleet average of 26.1 MPG.

Prices for the models on the East Coast range from $20,989 for the 240-D to $49,827 for the 380-SEC. The 300-D turbo diesel sedan is priced at $28,483, and the 300-CD turbo diesel coupe at $31,541.

Special day in San Jose

California Gov. Jerry Brown and Ford Motor President Donald E. Petersen drove the first 1982 Ford Escort off the line at the company's San Jose assembly plant recently before 2,000 employes, dealers and guests. The event marked the beginning of California's production of a planned 100,000 Escort, Lynx, EXP and LN7 models during the 1982 model year.

factories list auction dates

Continued from Page 42

10355 S. Woodlawn Ave., Chicago.

Oct. 21—Northway Exchange, Rte. 146, Clifton Park, N. Y.; Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Golden Gate Auto Auction, 6010 Stevenson Hwy., Fremont, Calif.

Oct. 22—Nashville Auto Auction, 1406 Lebanon Rd., Nashville, Tenn.

Oct. 27—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; Harrisonburg Auto Auction, I-81 Exit 52, Harrisonburg, Va.

Oct. 28—Concord Auto Auction, Hosmer St., Acton, Mass.; Salt Lake Auto Auction, 460 Orange St., Salt Lake City.

Oct. 29—Minneapolis Northstar Auto Auction, 7701 State Hwy. 101, Shakopee, Minn.; 166 Auto Auction, 2944 W. Sunshine, Springfield, Mo.

Used car sales

Auction Averages

October to date	$4,356
Month ago	$4,668
Year ago	$3,723

Model breakdown

Auction Averages

	OCTOBER TO DATE	SEPTEMBER	AUGUST
1981	$7,690	$7,548	$8,434
1980	5,487	5,814	6,130
1979	4,872	5,051	5,122
1978	3,698	3,963	4,031
1977	2,931	3,045	3,160
1976	2,173	2,122	2,413
1975	1,661	1,587	1,567
1974	1,281	1,180	1,248
Overall Average	$4,356	$4,321	$4,548

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EPA slashes testing requirements

Continued from Page 3

quirement that manufacturers tell it of the existence of all test vehicles with zero miles. Instead, EPA will require only that it be notified when the test vehicle generates data intended for use in the certification process.

EPA said this will relieve the manufacturers of some reporting requirements but admits it is at a cost to the agency. Without the knowledge of what test vehicles exist, there is a reduction in data on which to evaluate a maker's product, the EPA said. Marginal vehicles might well get by because of vehicle-to-vehicle or test-to-test variability, it admitted.

• EPA will allow any manufacturer, regardless of size, to use assigned emissions deterioration factors (DF) for low-sales-volume engine families, with the assigned DF applying only to entire engine families and limited to a combined total of 10,000 units per manufacturer for each model year.

Providing assigned DF's to all makers is expected to result in a wider variety of engines from the large domestic makers—a situation EPA expects will enhance their competitive position.

The agency estimated that if all makers take full advantage of this change, the increase in the number of vehicles and/or engines certified using the less-accurate assigned deterioration factors would be less than 250,000, or approximately 2 percent of total sales.

EPA will also ease its durability testing requirements to allow for excursions beyond the emission standards during testing, as long as the average emissions remain below the standard.

This change is expected to result in the makers having to run fewer durability vehicles.

Along this same line, makers will be given greater flexibility in when to test for emissions during durability runs and will be given permission to modify maintenance schedules.

Previously, EPA tightly regulated when emissions were tested during durability runs and permitted no changes in maintenance schedules once a durability test began. This was done to prevent manipulating the vehicle to get a favorable deterioration factor or to keep it from failing the test.

EPA said today's vehicles are a different breed, requiring less maintenance. The increased flexibility in the durability testing scheme is therefore in order, it said.

"The effect of this change is to allow the manufacturer to 'fine tune' its maintenance schedule without risking the disqualification of an expensive durability-data vehicle," the EPA said.

EPA said it will also allow manufacturers to group light-duty vehicles and light-duty truck designs into engine family groups for durability testing purposes on the grounds that the emission control systems are usually similar enough to allow carry-across of the emission deterioration data from one application to another.

• When choosing engine families for emissions testing purposes, EPA typically makes one vehicle selection based on highest projected sales and two or three selections based on expected "worst case" emissions.

In the future this will not be the case; instead, the agency will allow the manufacturer to choose and test a single vehicle for each engine family and satisfy any additional testing requirements for that engine family by reconfiguring and retesting that vehicle as long as only a single engine/emission control system combination is involved.

EPA said it will also lift its requirement that emission-data vehicles be tested after accumulating 4,000 miles and instead allow the makers to determine the appropriate mileage. However, for fuel-economy testing purposes, it will factor to compensate for any mileage beyond 6,200 miles. The reason is that as cars add mileage, their fuel economy generally improves.

The EPA is also considering whether to use additive rather than multiplicative exhaust emission deterioration factors, but because there are benefits and drawbacks for both approaches, it wants to hear comments before proceeding.

The multiplicative system is now in use by the agency.

EPA said that following the implementation of these changes and some other minor ones, along with stabilization of the emission standards, the total cost to the auto industry of the certification program will be approximately $50 million.

IMPORTED CAR SALES

	Sept., 1981	Sept., 1980	9 mos., 1981	9 mos., 1980
Alfa Romeo	193	282	1,651	2,697
Audi	3,977	3,928	38,644	32,330
BMW	3,611	4,321	32,494	28,875
Challenger	966	867	9,995	10,528
Champ	3,333	3,664	32,873	47,047
Colt	3,522	3,263	33,363	42,764
Datsun	38,274	36,154	368,110	413,147
DeLorean	200	.....	729	.....
Ferrari	70	66	703	570
Fiat	2,466	2,638	27,687	29,962
Fiesta	.....	5,678	32,856	53,744
Honda	30,460	27,053	293,379	278,571
Isuzu	1,664	.....	13,411	.....
Jaguar	353	328	3,279	2,218
Lancia	94	101	898	1,544
Mazda	12,378	11,388	131,057	113,372
Mercedes-Benz	3,643	5,174	46,583	40,817
MG	186	2,412	3,455	11,831
Peugeot	1,121	1,020	12,861	9,904
Porsche	670	817	8,254	8,383
Renault	2,475	3,081	28,648	24,225
Rover	43	47	599	196
Saab	1,121	1,202	10,700	10,514
Sapporo	1,056	600	10,759	8,313
Subaru	12,845	16,024	118,619	110,702
Toyota	32,416	39,638	459,787	462,390
Triumph	519	1,980	9,063	12,445
Volkswagen	6,924	7,883	67,369	67,911
Volvo	3,311	5,654	52,950	44,701
TOTAL	167,891	185,263	1,850,776	1,869,801

U. S. CAR SALES BY MARKETING UNITS

	Sept., 1981	Sept., 1980	9 mos., 1981	9 mos., 1980
Chevrolet	118,945	134,985	1,158,956	1,340,099
Ford	82,432	74,206	814,945	852,464
Oldsmobile	71,429	61,562	674,118	612,294
Buick	65,539	55,886	560,262	524,444
Pontiac	49,883	49,608	451,542	465,221
Toyota	32,416	39,638	459,787	462,390
Datsun	38,274	36,154	368,110	413,147
Honda	30,460	27,053	293,379	278,571
VW of America	25,952	26,107	240,931	252,372
Plymouth	26,799	21,871	304,210	221,399
Dodge	26,186	22,830	287,314	245,839
Mercury	29,667	21,703	268,461	234,979
Cadillac	20,293	15,409	167,477	154,052
AMC-Renault	14,771	16,646	138,523	138,332
Mazda	12,378	11,388	131,057	113,372
Subaru	12,845	16,024	118,619	110,702
Volvo	3,311	5,654	52,950	44,710
Chrysler/Imperial	4,276	10,401	75,291	116,721
Jaguar-Rover-Triumph	1,101	4,767	16,396	26,690
Mercedes-Benz	3,643	5,174	46,583	40,817
Lincoln	5,273	4,307	46,608	50,730
BMW	3,611	4,321	32,494	28,875
Fiat	2,560	2,739	28,585	31,606
Isuzu	1,664	.....	13,411	.....
Saab	1,121	1,202	10,700	10,514
Peugeot	1,121	1,020	12,861	9,904
Ferrari	70	66	703	570
Alfa Romeo	193	282	1,651	2,697
DeLorean	200	.....	729	.....
TOTAL	686,413	671,005	6,776,659	6,783,502

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

New-car sales gain slightly in September

Continued from Page 3

48,384 from 46,708 in 1980. Volkswagen of America climbed 6.69 percent, to 14,381 from 13,479, while AMC was down 9.35 percent, to 12,296 from 13,565.

GM earned 62.89 percent of the domestic market for the month, down from 65.35 percent last year. Ford earned 22.64 percent, up from 19.46 percent. Chrysler slipped to 9.33 percent from 9.62 percent. AMC stood at 2.37 percent compared with 2.79 percent a year earlier, and VWoA cornered 2.77 percent, down from 2.78 percent.

Ten of the 13 U. S. makes reporting sales in September, 1980, were on the upswing this year. Mercury was strongest, up 36.70 percent. Cadillac was up 31.70 percent, Plymouth was up 24.51 percent, Lincoln was up 22.43 percent and Ford was up 20.29 percent. Buick climbed 17.27 percent, Dodge was up 16.03 percent, Oldsmobile was up 16.03 percent, VWoA was up 6.69 percent and Pontiac was up 0.55 percent.

Chrysler plunged 59.30 percent, Chevrolet was off 11.88 percent and AMC was down 9.35 percent.

• With nearly exhausted stock levels, the imports continued to sell well in spite of the domestics' incentives and new models.

For the final 10 days of September, domestic sales were up 11.33 percent, to 228,850 from 205,561 in 1980. On a daily-rate basis they were down 1.04 percent, the nine days this year averaging 25,428 compared with 25,695 for eight a year ago.

DOMESTIC CAR SALES

	Sept. 21 to Sept. 30, 1981	Same Period, 1980	Sept., 1981	Same Month, 1980	Jan. 1 to Sept. 30, 1981	Same Period, 1980
Spirit	.....	.....	3,673	4,082	29,143	40,532
Concord	.....	.....	5,524	6,742	48,761	50,012
Pacer	.....	.....	.....	83	111	1,966
Eagle	.....	.....	3,099	2,658	31,860	21,597
AMERICAN MOTORS*	4,000	4,700	12,296	13,565	109,875	114,107
Horizon	1,875	2,468	5,969	6,919	63,230	58,103
TC3	1,382	1,348	3,200	3,922	43,082	44,094
Reliant/Volare	5,797	2,477	13,197	6,766	154,222	63,842
Plymouth	44	.....	44	.....	44	.....
Total Plymouth	9,098	6,293	22,410	17,607	260,578	166,039
LeBaron	476	1,869	1,583	4,874	34,422	46,866
Cordoba	504	1,310	1,449	3,284	19,738	34,002
Chrysler/G. Fury	.....	762	862	2,243	17,080	35,853
New Yorker	180	.....	180	.....	180	.....
Total Chrysler	1,160	3,941	4,074	10,401	71,420	116,721
Total Imperial	99	.....	202	.....	3,871	.....
Omni	1,536	1,720	4,443	5,038	45,993	46,215
024	1,726	1,065	4,007	3,414	41,158	37,687
Aries/Aspen	1,703	1,705	10,805	4,899	117,316	48,188
Diplomat	409	980	1,127	2,548	22,173	24,264
Mirada/Magnum	315	802	875	2,025	11,688	21,187
Dodge	.....	197	441	776	5,628	15,006
Total Dodge	8,689	6,469	21,698	18,700	243,956	192,547
CHRYSLER CORP.	19,046	16,703	48,384	46,708	579,825	475,307
Pinto	.....	6,214	.....	16,289	10,037	124,709
EXP	2,492	.....	6,344	.....	41,601	.....
Escort	8,946	.....	19,421	.....	224,437	.....
Mustang	5,984	4,947	13,658	15,374	127,518	179,479
Fairmont	8,378	4,739	18,347	14,905	152,887	214,568
Granada	4,055	2,619	9,230	6,774	78,820	61,448
LTD II	.....	.....	.....	.....	.....	3,012
Thunderbird	2,345	3,201	6,438	8,442	57,710	104,016
Ford	4,351	2,033	8,994	6,746	89,079	111,488
Ford Division	36,551	23,753	82,432	68,530	782,089	798,720
Bobcat	.....	884	.....	2,760	2,169	23,271
LN7	734	.....	2,022	.....	13,954	.....
Lynx	3,339	.....	6,518	.....	72,705	.....
Zephyr	2,181	1,932	4,808	5,800	42,777	61,526
Cougar/Monarch	2,377	561	4,425	1,588	33,829	20,499
XR-7	1,176	1,264	2,894	3,455	24,270	41,803
Capri	1,878	1,598	4,398	4,783	39,814	48,915
Mercury	1,940	1,245	4,602	3,317	38,883	38,965
Total Mercury	13,625	7,484	29,667	21,703	268,461	234,979
Versailles	.....	84	.....	191	.....	3,885
Lincoln	1,186	764	2,588	1,926	22,638	21,714
Mark VI	1,207	866	2,685	2,190	23,970	25,131
Total Lincoln	2,393	1,714	5,273	4,307	46,608	50,730
L-M Division	16,018	9,198	34,940	26,010	315,069	285,709
FORD MOTOR	52,569	32,951	117,372	94,540	1,097,158	1,084,429
Skyhawk	.....	331	.....	465	.....	5,388
Skylark	5,777	5,113	14,607	11,821	154,298	127,106
Century	4,561	5,247	10,054	11,216	100,650	106,736
Regal	10,184	7,560	23,157	17,054	167,678	142,893
Le Sabre	3,831	2,883	7,967	6,818	60,705	68,224
Electra	3,380	2,257	5,607	5,180	40,965	43,701
Riviera	2,054	1,589	4,147	3,332	35,966	30,396
Buick Division	29,787	24,980	65,539	55,886	560,262	524,444
Cimarron	948	.....	2,457	.....	8,790	.....
Seville	749	1,414	1,688	2,555	16,689	24,776
Cadillac	4,575	4,400	11,186	8,757	102,350	92,754
Eldorado	2,073	2,201	4,962	4,097	39,648	36,522
Cadillac Division	8,345	8,015	20,293	15,409	167,477	154,052
Chevette	11,101	15,595	28,008	32,592	294,586	291,816
Cavalier/Monza	5,616	5,282	14,090	13,856	56,970	116,442
Citation/Nova	8,069	12,070	19,739	24,674	234,761	288,444
Camaro	2,445	3,759	6,829	8,742	86,048	93,165
Malibu	7,658	9,857	15,524	20,434	174,149	199,025
Monte Carlo	7,442	6,998	15,099	14,170	129,939	120,422
Chevrolet	9,085	8,553	17,533	17,492	158,049	203,238
Corvette	812	1,407	2,123	3,025	24,454	27,547
Chevrolet Division	52,228	63,521	118,945	134,985	1,158,956	1,340,099
Starfire	.....	234	.....	329	.....	5,334
Omega	3,384	2,717	8,819	6,406	87,468	65,531
Cutlass	6,584	8,521	13,836	17,768	153,314	156,832
Supreme	11,745	8,944	25,258	19,108	216,890	194,288
Olds 88	5,536	4,432	12,791	9,815	125,977	112,208
Olds 98	3,559	2,776	7,394	5,548	60,471	50,603
Toronto	1,498	1,142	3,331	2,588	29,998	27,498
Oldsmobile Division	32,306	26,766	71,429	61,562	674,118	612,294
T-1000	3,110	.....	7,319	.....	43,098	.....
J-2000/Sunbird	3,992	4,605	8,858	11,920	59,695	101,692
Phoenix	2,156	3,070	5,283	6,507	65,191	72,934
Firebird	1,350	2,480	3,543	6,126	47,121	67,253
LeMans	2,944	2,950	5,868	6,123	57,542	57,811
Grand Prix	5,663	5,330	11,700	11,259	104,356	84,549
Pontiac	3,412	3,582	7,312	7,673	74,539	80,982
Pontiac Division	22,627	22,017	49,883	49,608	451,542	465,221
GENERAL MOTORS	145,293	145,299	326,089	317,450	3,012,355	3,096,110
VOLKSWAGEN	7,942	5,908	14,381	13,479	126,664	143,748
DOMESTIC TOTAL	228,850	205,561	518,522	485,742	4,925,883	4,913,701
IMPORT TOTAL	.....	.....	167,891	185,263	1,850,776	1,869,801
INDUSTRY TOTAL	.....	.....	686,413	671,005	6,776,659	6,783,502

*—AMC does not have a nameplate breakout for 10-day periods.
†—Estimate.

Domestic-car total was 452,257

September output lowest since 1961

By Patricia Hoffman
Staff Writer

Domestic auto production in September was the lowest for that month in 20 years, with output marred by late and extended model-changeover schedules.

Despite a sluggish September, however, third-quarter production was 7.99 percent ahead of the comparable 1980 period, and the nine-month total showed a 5.58 percent gain over the comparable period last year.

The makers finished 452,257 units in September, a drop of 15.38 percent from the 534,480 cars completed in the comparable 1980 month, and the lowest for that month since 1961 when only 355,202 units were built because of a strike against General Motors.

Three of the auto makers showed improvement in September over last year, but the other three, including GM, suffered substantial declines.

GM assembled 250.999 cars in September, down 26.51 percent from 341,553 in the comparable 1980 month. Also down were American Motors, with an output of 10,252, off 30.48 percent from 14,746, and Checker Motors, down 7.36 percent to 340 from 367.

Ford Motor showed a 5.58 percent gain last month, to 55,540 from 52,903 last year, and Volkswagen of America which had 6,114 units, a substantial gain from 2,717 in 1980.

• Third-quarter output for the makers was 1,365,263 units, up 7.99 percent from the 1,264,276 completed in the comparable 1980 period, and the total for the first three quarters in 1981 was 4,968,136 units, up 5.58 percent above 4,705,704 completed during nine months of assembly last year.

Breakdown for September by company was: GM, 55.49 percent; Ford, 28.53 percent; Chrysler, 12.28 percent; AMC, 2.27 percent; VWoA, 1.35 and Checker Motors, 0.08 percent.

Last week's auto output was targeted at 115,669 units, a gain of 7.56 percent above 107,538 in the previous week, but down 19.15 percent from 143,067 in the comparable week last year.

Year-to-date output for the makers is 5,151,266, up 4.46 percent from the 4,931,243 cars completed in the comparable 1980 period.

Saturday overtime was scheduled last week at three GM assembly points. They were: Arlington, Lansing and Flint.

Chrysler's Newark and AMC's Kenosha points resumed operations last week (Oct. 5) after being idle one week for inventory control.

Ford's Kansas City and Dearborn facilities were idle last week for inventory adjustments.

Checker's Kalamazoo assembly point has slated downtime beginning Nov. 18 until sometime in January for model changeover.

Saab for Shelton

BURNSIDE, Ore. — Monte Shelton's Motor Co. here has been awarded a Saab franchise.

Canadian output off for month, but tops '80 quarter

Canadian auto and truck production in September was substantially below that of the comparable 1980 month. But third-quarter totals surpassed those of last year.

In September, the auto makers completed 58,276 units, a drop of 21.72 percent from the 74,445 cars in the comparable 1980 month. Output was the lowest for the month since 1967 when 58,135 cars were assembled.

For third quarter, the auto manufacturers built 167,450 units, 2.33 percent above the 163,643 in the same period last year.

Truck production in September also declined, dropping 26 percent from the 49,336 trucks in the comparable 1980 month to 36,508, the lowest for the month since 32,909 in 1972.

For third quarter, the truck manufacturers completed 103,460 units, up 5.91 percent from 97,689 in the same period last year.

Last week's auto output was estimated at 12,133 units, down 13.47 percent from 14,021 the previous week, and a drop of 25.06 percent below the 16,190 in the comparable week last year.

Year-to-date, the auto makers have completed 638,925 units, down 1.37 percent from 647,823 in the comparable 1980 period.

Truck production last week was targeted at 8,640, a 31.49 percent increase over the 6,571 units in the previous week, but a drop of 32.21 percent from 12,745 in the comparable 1980 week.

Year-to-date output for the truck makers slid below that of the 1980 period for the first time since the period ended June 6.

The makers have completed 396,575 trucks so far this year, 1.03 percent less than the 400,710 trucks in the comparable period last year.

Three truck assembly points resumed operations last week (Oct. 5) after inventory-control closings. They were Chrysler Windsor, Ford Oakville, and International Harvester. Each was idle one week.

General Motors' Oshawa (No. Two) and Ford's Oakville car points will remain idle this week for changeover. The GM Oshawa plant, which closed Aug. 6, is slated to remain down until Nov. 9.

Ford's St. Thomas facility, which closed Aug. 31, is slated to return Nov. 10.

American Motors' Brampton car point will begin second-shift operations Oct. 19, and second-shift operations will begin Oct. 13 at Ford's Oakville car facility.

Downtime was scheduled last week at Ford's Ontario truck plant. It is slated to remain idle until Oct. 19 for inventory adjustments.

Sept. truck outlook slides but 3rd quarter is up

U. S. truck production in September was the lowest for the month in 14 years. But a gain in the July and August totals over the comparable 1980 months put third-quarter output above that of last year's period.

September output for the truck manufacturers was 123,622 units, a decline of 4.95 percent from 130,060 in the comparable 1980 month. The total was the lowest for that month since 106,937 in 1967.

The third-quarter total was 336,933 units, up 13.11 percent from the 297,877 trucks completed in the third quarter of 1980.

The domestic truck makers estimated production last week at 31,210 units, a gain of 17.60 percent above the 26,540 trucks in the previous week, but down 24.46 percent from 41,316 in the comparable week last year.

Year-to-date, the makers have assembled 1,309,779 trucks, up 9.43 percent from 1,196,955 in the same period last year.

American Motors' Toledo (Jeep) facility resumes operations today (Oct. 12) after being idle one week for inventory control.

Downtime was scheduled last week at Ford Motor's Norfolk, San Jose, St. Paul and Kansas City truck points. The facilities were idle for inventory adjustments.

TRUCK PRODUCTION IN U. S.†

	Week Ended Oct. 10, 1981	Week Ended Oct. 11, 1980	Week Ended Oct. 3, 1981	Sept. Total	Jan. 1 to Oct. 11, 1980	Jan. 1 to Oct. 10, 1981
CHEVROLET	9,857	11,850	7,981	25,515	345,177	375,260
DODGE/PLYMOUTH	2,000	3,000	2,061	4,664	105,788	73,035
FORD	9,972	16,985	10,335	61,704	433,722	502,946
GMC	3,666	3,781	2,800	9,730	123,927	133,091
INTERNATIONAL	1,325	1,985	1,316	6,017	51,257	58,056
MACK	.....	425	.....	.....	18,509	.....
JEEP	2,000*	1,900*	.....	8,631	60,875*	78,188
AMC CORP.	50*	190*	50*	220*	6,054*	3,086*
VOLKSWAGEN	1,400*	550*	1,400*	6,160*	30,225*	52,920*
MISCELLANEOUS	940	650	597	981	21,421	33,197
Total Trucks, U. S.	31,210	41,316	26,540	123,622	1,196,955	1,309,779

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 10, 1981	Week Ended Oct. 11, 1980	Week Ended Oct. 3, 1981	Sept. Total	Jan. 1 to Oct. 11, 1980	Jan. 1 to Oct. 10, 1981
CHRYSLER CORP.	2,000	1,600	.....	7,383	39,559	64,838
FORD MOTOR	337	4,628	420	11,283	144,502	111,063
GENERAL MOTORS	6,095	6,190	6,151	16,784	189,889	211,793
AMERICAN MOTORS	.....	.....	.....	.....	11,644	.....
INTERNATIONAL	208	295	.....	1,058	13,410	8,881
MACK	.....	32	.....	.....	1,706	.....
Total Trucks, Canada	8,640	12,745	6,571	36,508	400,710	396,575
N. American Trucks	39,850	54,061	33,111	160,130	1,597,665	1,706,354

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles.
AM General will no longer be figured in with North American trucks.

U. S. CAR PRODUCTION

	Week Ended Oct. 10, 1981	Week Ended Oct. 11, 1980	Week Ended Oct. 3, 1981	Sept. Total	Jan. 1 to Oct. 11, 1980	Jan. 1 to Oct. 10, 1981
AMERICAN MOTORS	2,000*	3,500*	.....	10,252	135,368*	99,572*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	2,175	.....	.....
Concord	.....	.....	.....	5,974	.....	.....
Eagle	.....	.....	.....	2,103	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	14,500	18,770	12,775	55,540	472,058	620,286
Plymouth Total	5,300	8,720	4,760	26,703	216,311	316,910
Horizon	1,400	3,500	2,914	9,880	125,948	122,198
Reliant	3,900	5,000	1,846	16,823	20,066	185,125
Volare	.....	.....	.....	.....	51,740	.....
Caravelle	.....	100	.....	.....	5,065	2,139
Gran Fury	.....	120	.....	.....	13,492	7,448
Chrysler Total	3,600	2,500	2,787	4,628	61,593	31,234
LeBaron	3,600	1,300	2,787	4,628	48,381	26,372
Chrysler	.....	1,200	.....	.....	13,212	4,862
Dodge Total	5,600	7,550	5,228	24,209	194,154	272,142
Omni	1,700	2,600	2,966	8,936	106,466	106,730
Aspen	.....	.....	.....	.....	36,899	.....
Aries	3,000	3,900	1,365	12,677	15,840	145,468
Diplomat	.....	750	.....	.....	23,788	12,644
Dodge 400	900	.....	897	2,596	.....	3,618
St. Regis	.....	300	.....	.....	11,161	3,682
FORD MOTOR	23,486	28,585	25,096	129,012	969,325	1,096,767
Ford Division	15,407	19,939	16,385	87,035	697,071	748,280
Escort	9,645	5,681	9,706	39,488	30,403	295,411
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	618	.....	668	14,162	170,847	148,772
Must./Must. II	.....	4,255	4,214	14,817	187,706	128,925
Granada	3,937	4,370	951	14,265	74,915	79,572
Thunderbird	1,207	3,197	846	4,303	93,870	54,714
Ford	.....	2,436	.....	.....	71,151	40,886
L-M Division	8,079	8,646	8,711	41,977	272,254	348,487
Mercury Total	6,438	7,718	7,087	36,148	237,443	300,955
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	2,602	2,118	3,140	15,022	10,106	101,053
Capri	.....	1,201	843	3,289	55,297	42,378
Zephyr	134	.....	83	2,953	55,914	43,694
Cougar/Monarch	1,299	.....	318	4,844	16,409	36,362
XR-7	389	3,107	746	3,032	46,201	26,137
EXP	275	.....	246	318	.....	699
Mercury	1,616	1,292	1,635	6,547	41,071	50,334
LN7	123	.....	76	143	.....	298
Lincoln Total	1,641	928	1,624	5,829	34,811	47,532
Continental ('82)	820	.....	806	2,392	.....	4,049
Lincoln	480	705	441	1,814	14,581	21,434
Mark VI	341	223	377	1,623	18,369	22,049
Versailles	.....	.....	.....	.....	1,861	.....
GENERAL MOTORS	71,898	87,579	65,471	250,999	3,200,831	3,199,668
Buick Division	17,323	14,912	13,321	46,179	609,979	708,169
Skylark	4,460	4,147	2,655	4,525	172,945	218,261
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	975	3,921	64	64	132,364	87,920
Regal	6,058	3,319	5,209	20,711	158,313	212,092
Buick	4,365	2,605	3,948	15,298	112,928	135,346
Riviera	1,465	920	1,445	5,581	33,429	54,550
Cadillac Division	6,950	4,609	6,412	25,353	152,588	211,561
Cimarron	640	.....	895	4,200	.....	18,516
Seville	900	640	679	2,411	26,441	19,856
Eldorado	1,170	1,245	1,214	5,170	40,912	47,548
Cadillac	4,240	2,724	3,624	13,572	85,235	125,641
Chevrolet Division	25,305	37,528	23,269	90,038	1,386,490	1,182,670
Chevette	7,201	9,040	7,362	28,802	368,062	280,727
Cavalier	5,050	.....	4,690	17,992	.....	88,358
Celebrity	234	.....	.....	.....	.....	234
Monza ('80)	.....	2,780	.....	.....	132,168	.....
Camaro	.....	2,184	.....	.....	96,301	87,694
Citation	1,249	10,779	163	4,327	365,859	257,346
Malibu	4,126	5,810	3,448	12,500	208,913	188,386
Monte Carlo	2,801	3,535	2,178	9,388	87,551	111,613
Chevrolet	4,044	2,400	4,805	15,158	92,967	143,705
Corvette	600	1,000	623	1,871	34,669	24,007
Oldsmobile Division	16,099	16,435	14,492	52,224	593,985	684,357
Omega	2,490	2,344	2,148	2,694	90,946	115,432
Cutlass	4,800	8,361	4,795	20,217	297,125	312,651
Ciera	1,329	.....	56	.....	.....	1,385
Oldsmobile	6,535	4,890	6,560	25,645	177,174	219,667
Toronado	945	840	933	3,668	28,740	35,222
Pontiac Division	6,221	14,095	7,977	37,205	457,789	413,511
Acadian†	200	240	68	798	16,527	16,438
J2000	2,285	.....	2,553	11,416	.....	58,788
Sunbird ('80)	.....	3,620	.....	.....	117,348	.....
T1000	.....	.....	2,065	10,446	.....	69,107
Firebird	.....	2,016	.....	.....	62,671	43,468
Phoenix	456	3,224	.....	1,301	112,365	82,268
Grand Prix	1,640	2,045	1,596	6,602	55,892	79,993
Bonneville G ('82)	1,640	.....	1,695	6,642	.....	11,358
LeMans	.....	2,015	.....	.....	47,087	42,027
Pontiac	.....	935	.....	.....	45,899	10,064
VOLKSWAGEN	3,760	4,550	4,171	6,114	151,244	133,354
CHECKER	25*	83*	25*	340*	2,417*	1,619*
Total Cars, U. S.	115,669	143,067	107,538	452,257	4,931,243	5,151,266

CANADIAN CAR PRODUCTION

	Week Ended Oct. 10, 1981	Week Ended Oct. 11, 1980	Week Ended Oct. 3, 1981	Sept. Total	Jan. 1 to Oct. 11, 1980	Jan. 1 to Oct. 10, 1981
AMERICAN MOTORS	570	.....	852	3,290	.....	26,604
CHRYSLER CORP.	.....	2,400	2,750	8,808	58,182	47,151
FORD MOTOR	2,475	1,808	2,162	8,852	198,454	168,943
GENERAL MOTORS	8,064	11,765	8,032	36,381	383,420	388,152
VOLVO	224	217	225	945	7,767	8,075
Total Cars, Canada	12,133	16,190	14,021	58,276	647,823	638,925
N. American Cars	127,802	159,257	121,559	510,533	5,579,066	5,790,191
N. American Trucks	39,850	54,061	33,111	160,130	1,597,665	1,706,354
North American Cars and Trucks	167,652	213,318	154,670	670,663	7,176,731	7,496,545

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.